



# Resilience and Economic Growth in the Sahel – Accelerated Growth (REGIS-AG) Quarterly Report (FY16/Q1)



Prepared for review by the United States Agency for International Development under USAID Contract No. AID-625-C-14-00001, Resilience and Economic Growth in the Sahel – Accelerated Growth (REGIS-AG) Project, implemented by Cultivating New Frontiers in Agriculture (CNFA).

Submitted by:  
Cultivating New Frontiers in Agriculture (CNFA)  
USAID Contract No. AID-625-C-14-00001  
Implemented by CNFA

Submitted to:  
Jenna Diallo  
COR  
USAID/Senegal Regional Mission

Submitted on 1 February 2016

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## I.0 Overview

Over the course of the reporting period of Quarter I, FY2016, REGIS-AG focused greatly on building collaboration with partner projects operating in similar regions and activity areas. The foundation of this collaboration is the marriage of partners' push-pull approaches to provide support to targeted vulnerable groups. REGIS-AG, as a value chain program working on pull approaches to increase market access for vulnerable groups, is targeting the agricultural groups and associations who partner projects (REGIS-ER and DFAPs) have worked with or continue to work with through push activities. REGIS-AG worked with partner organizations implementing USAID programs in the operational areas to identify groups who fit the specified criteria to benefit from the project's support. In collaboration with our partners, REGIS-AG accomplished the following highlights this quarter:

### Burkina Faso

In Burkina Faso, REGIS-AG teamed with REGIS-ER and PROFIL to organize a commercial marketing and networking events held during the December fairs in Burkina Faso. Value chain actors in the small ruminants and cowpea value chain were able to identify the available product in the potential markets (1,414 small ruminants and 4,780 tons of cowpea) and it is estimated that the sales intentions from these workshops are 198,135,000 CFA for small ruminants (approximately \$330,225 USD) and 1,200,000,000 CFA for cowpea (approximately \$2 million USD).

Small Ruminant fairs were held in the three departments of REGIS-AG in collaboration with REGIS-ER, ViM, and PROFIL. In addition to the significant commercial transactions that were facilitated during the three day event, REGIS-AG gained significant visibility with the Ministry of Agriculture and Livestock in the three departments where the project works.

### Niger

The end of winter season generally coincides with the livestock disease development period. Do this to ensure the response to the fight against Newcastle disease, REGIS-AG and registers RE projects in collaboration with the Ministry of Livestock organized a poultry vaccination campaign in the Tillaberi region. After vaccination, 723 704 subjects have been vaccinated. More specific themes on the fight against this disease have been developed and disseminated across the network SVPP. Moreover, the project also involved in poultry vaccination caravan. This caravan was an opportunity to strengthen the skills of SVPP through immunization sessions in the field.

To ensure sustainable and effective epidemiological surveillance of livestock diseases, the project in collaboration with the Ministry in charge of Livestock organized a joint monitoring of the national epidemiological surveillance network in the regions of Maradi and Tillaberi.

## 2.0 Status of Activities, Components I-5

### 2.1 Component I: Identify Opportunities through Value Chain and End-Market Analysis

During the reporting period, CNFA identified a short-term consultant to provide support to revise the Value Chain studies and End Market Analyses. These revised reports will be submitted in February 2016 for USAID review.

## **2.2 Component 2: Strengthen Vertical and Horizontal Value Chain Linkages and Relationships in Selected Value Chains**

### **A. Cowpea Value Chain**

#### Activity 2.1 Carry out comparative analysis of existing forms of producer organizations

##### Activity 2.1.1 Conduct initial analyses of main barriers and obstacles in Burkina and Niger to upgrading producer organizations to GIEs or Cooperatives within each value chain.

###### **Burkina Faso**

The identification of the needs and obstacles for economic interest groups was completed in December. The report detailing the results of the assessment, including significant input from partners and the Regional Directorates of the Agriculture and Water Resources, will be available in the second quarter of the fiscal year. The results of this assessment will serve as the guide for interventions with the producer groups throughout the life of the project, with periodic reassessment as needed.

###### **In Niger**

A literature review was begun and a visit to a GIE made for background for the TDR, with the study to be completed in the 2nd quarter.

#### Activity 2.2 Plan and Implement cowpea market fairs and meetings

###### **Burkina Faso**

In order to catalyze and facilitate sustainable business relationships between cowpea buyers and producer groups, the PROFIL, REGIS-ER and REGIS-AG projects collaborated on two cowpea market meetings. These workshops were held on 28 and 30 October 2015 respectively in Dori and Kaya.

During the event in Dori, two topics were presented before the B to B (business to business) relationship development strategy took place. The first presentation focused on recent developments of the cowpea, its various linkages, strengths and weaknesses. The second presentation delivered was on the agricultural information system (SimAgri) developed by the NGO Afrique Verte. To facilitate active contribution of all



*Figure 1: Commercial exchange between producers and buyers at Dori*

participants simultaneous translation was done in Fulfuldé Dori and Kaya Moré. The B to B method is an approach linking enterprises (producer groups) to professional buyers. Topics covered during the training were: the nature of the customer and the concept of industry; the importance of purchases for the company; and the business purchase decision process.

This event co-organized by the above partners was attended by 30 people, composed of representatives of cowpea producers and professional buyers. At Kaya, the same methodology developed in Dori was adopted to facilitate the animation of the

matchmaking workshop. In total 33 producers and buyers attended the training session.

Value chain actors in the small ruminants and cowpea value chain were able to identify the available product in the potential markets (1,414 small ruminants and 4,780 tons of cowpea) and it is estimated that the sales intentions from these workshops are 198,135,000 CFA for small ruminants (approximately \$330,225 USD) and 1,200,000,000 CFA for cowpea (approximately \$2 million USD). The significant challenge for REGIS-AG and partners will be to support producers over the coming year so that they can fulfill as much of the expressed needs of the buyers as possible. Given the weaknesses of the groups, fully meeting these requests from the buyers will be challenging.



Figure 2: Commercial exchange between producers and buyers in Kaya

## Niger

During the reporting period, REGIS-AG facilitated the participation of two women entrepreneurs processing goat milk and livestock food to participate to SAFEM fair that was held from October 21-November 3, 2016 in Niamey. The woman that came from Zinder has presented livestock food (specially for small ruminants) and the woman that came from Maradi has presented cheese based on goat (chèvre rousse) milk. These two women – one from Maradi and one from Zinder – were able to build relationships with other small ruminant value chain actors.

REGIS-AG also supported entrepreneurs to exhibit in the Maradi Koliya fair, organized by the Ministry of Commerce on December 18<sup>th</sup> 2015. The participants sold 68 animals during the one day event and earned 4,002,500 FCFA (approximately \$6,670 USD). A highlight from the REGIS-AG participation in the event was that one participant received the first price (500 000F) given by the fair organizers to the producer that presented the best fattened ram.

Types of animals sold during fair	Presented		Sold	Value (FCFA)	Value (\$)
	Male	Female			
Sheep	69	48	42	3 508 000 FCFA	\$5,847
Goat (chèvre rousse)	29	33	26	494 500 FCFA	\$824

During this fair at Maradi Koliya, the REGIS-AG value chain leads gave presentations on each of the three target value chains and how REGIS-AG will support actors to increase their incomes and facilitate greater efficiencies within each sector. They also discussed how

important it was for value chain actors to develop relationships to strengthen linkages throughout the value chain.

## Activity 2.4 Conduct feasibility studies on processing

### Burkina Faso

The study in Burkina Faso is still being completed (currently analyzing the needs of the processors) and out of the fifteen products identified in the study, eight are highlighted below as high potential products that REGIS-AG will work to promote in Burkina Faso.

Cowpea Products	Current Adoption	Shelf Life
Gonré	<i>Current technology in the market</i>	For immediate consumption
Samsa	<i>Current technology in the market</i>	For immediate consumption
Couscous de niébé	<i>Technology not yet common in the Sahel</i>	Long conservation (0-6 months)
Dégué de niébé	<i>technology not yet common in the Sahel</i>	For immediate consumption
Biscuit de niébé	Some instances of technology in the market	Medium conservation (0-1 month)
Birba (granulé de niébé étuvées)	Some instances of technology in the market	Long conservation (0-6 months)
Dawaqué (à base de niébé et de poudre de feuilles de baobab)	<i>Current technology in the market</i>	For immediate consumption
Cowpea Flour	Some instances of technology in the market	Long conservation (0-6 months)

During the fairs in December 2015, the project organized tasting sessions and promotion of processed products cowpea. A space was made available for women processors to present local dishes such as Gonre, Gnon, mouye binga etc. Nine of the women exhibiting at the fair in Fada sold 107 kg of cowpea flour for a total amount of 321 000 FCFA or \$535 USD, below the anticipated amount. One lesson learned from the experience was that the packaging for these products needs to be brought up to international standards in order to better market them. Promotional activities will be undertaken by REGIS-AG to facilitate better packaging and presentation of the products processed at the national and regional levels in order to better promote the products.

## Niger

In order to promote processed cowpea products, REGIS-AG sponsored twenty women to exhibit in the ninth SAFEM fair (International Handicrafts Fair for Women), which took place in October 2015. REGIS-AG supported entrepreneurs exhibited cowpea products including enriched flour infant, faine dan Wake, couscous of cowpea, semolina, cowpea cake, and cookies. The groups sold nearly 800 units of product and gained nearly 600,000 CFA (approximately \$1,000). Participation in SAFEM marked the first time exhibiting in a commercial fair for many of the women participants. The participants were able to establish relationships with clients including food stores from large cities such as Niamey, Zinder, and Maradi where some orders were taken.

REGIS-AG also worked with women processors to participate in the Maradi Kolliya fair from December 13-19 organized by the Ministry of Commerce.



Figure 3: Cowpea products on exhibit at the Maradi Kolliya fair

#### Inputs sold during the Maradi Kolliya fair

Type	Number	Amount sold (FCFA)	Amount sold (\$)
Cowpea seeds	72 kg	93,600 FCFA	\$156
PICS bags	127	139,700 FCFA	\$233
Fertilizer	6	81,000 FCFA	\$135
Veterinary inputs	61	206,900 FCFA	\$345
Total		521,200 FCFA	\$869

#### Total cowpea value added products sold

Processed Food	Number/Qty.	Amount sold (FCFA)	Amount sold (\$)
Farin Danwaké	349	349,000	\$582
Farin beignet	113	113,000	\$188
Garin Yara	231	109,725	\$183
Spaghetti	85	42,500	\$70
Couscous	102	51,000	\$85
Berouwa	206	185,400	\$309
Cookies	137	685,000	\$1,142
Cake	2	3000	\$5
Total		1,538,625	\$2,564

Main takeaways from the event included: Improve communication, especially on visual products, such as banners, as well as media coverage of the events; Improve packaging, using cartons, boxes, plastic logo, including attractive pictures of the different products.

## B. Small Ruminants Value Chain

### Activity 2.7 Organize sheep and goat fairs

#### Burkina Faso

In December 2015, REGIS-AG, REGIS-ER, ViM, and PROFIL - in support of the Regional Ministry of Agriculture and Livestock bureaus of the Sahel, North Central and Eastern - organized a small ruminant fairs in each region during the period of December 18-22. These fairs were initially planned for Tabakady, an important time for small ruminant producers as many families buy animals to celebrate the holiday, however, the coup attempt in Ouagadougou caused the events to be canceled.



Figure 4: Opening Ceremony for the Kaya fair

These fairs also served as follow up activities to the networking workshops held in September 2015 for small ruminants. The matchmaking workshops were attended by 30 people representing the players in the value chain of small ruminants the Sahel and North Central. The approach BtoB has identified a need for small



ruminants estimated 198 135 000 FCFA 1414. These contracts for Tabasky could not be executed following the socio-political events (Coup) in Burkina Faso in September.

The REGIS-AG Project took advantage of the approach of the holiday season to reschedule the fairs in collaboration with the above mentioned projects in Dori, Kaya and Fada. The Kaya fair was also attended by the USAID Food for Peace (FFP) Manager Siaka Millogo, representing His Excellency the Ambassador of the United States and the

Fada fair featured the participation of two ministers, those in charge of Animal Resources and Agriculture. The U.S. Ambassador to Burkina Faso was represented by Shawn Wozniak, the Agriculture Officer for USAID, whose speech has helped increase understanding of the objectives of the United States through project funding the RISE initiative. After official opening ceremonies, the fairs had three days of animal sales and the table below provides a summary of the sales.



Figure 5: Mr. Siaka Millogo at the event

Location	No. Of Groups	No. Of Participants		No. animals on exhibition	Actual Sold	% Sold	Total sales FCFA	Total sales USD
		Men	Women					
Dori	6	12	2	213	63	30%	3 168 000	\$5,280
Kaya	50	66	54	352	37	11%	2 405 000	\$4,008
Fada	8	59	6	204	50	25%	4 000 000	\$6,666
Total	64	137	72	769	150	20%	9 573 000	\$15,955

The table above shows that sales have varied by region. The lowest was observed at Kaya and the largest at Dori, 30% of sales achieved of total animals on exhibit. In addition, of the 209 exhibitors, women represented about 34%. Over three days, producers sold 150 animals allowing 64 breeders groups to reap the sum of FCFA 9,573,000 (approximately \$15,955 USD) on the sale of small ruminants.

### Activity 2.9 Training in cheese and dairy marketing

#### Burkina Faso

In the implementation of this activity, a bibliographical review with the Animal Resources Division (ARD) has allowed REGIS-AG to create a directory of actors involved in the processing of milk in Burkina Faso. Exchanges with the actors coupled with data collection in the field will allow to better target the actions of the project at the site of these actors. In December 2015, REGIS-AG developed a questionnaire for the actors in order to determine their capacity. The second quarter of FY2016 will be devoted to the collection of information and analysis and the development of the capacity building plan for these actors.

### Activity 2.11 Implement market linkage networks for producer groups

## Niger

During the month of October, the REGIS-AG team visited and toured the new modern slaughterhouse facility that is now finalized. The first of its kind in Niger, the facility is being invested in to process large and small ruminants, selling both butchered products as well as live animals. After getting a tour of the building and grounds themselves, the REGIS-AG team met with the owner and investor to discuss potential opportunities for collaboration with the company, including organizing groups to produce quality animals and aggregating them so that he can more easily source high quality meat.

### C. Poultry Value Chain

#### 2.14 Strengthen poultry associations

2.14.1 Work with REGIS-ER and DFAPs to organize poultry producers into groups, especially for women. REGIS-ER to take lead providing basic poultry management training; REGIS-AG to focus on improved access to animal health services, credit, and markets.

## Burkina Faso

During the reporting period, REGIS-AG conducted a survey of individual poultry actors and associations in two regions, Sahel and North Central. In addition to formal questionnaires, REGIS-AG also organized meetings with different actors in the poultry value chain in the towns of Dori, Seytenga, Bani, and Sampelga Tankougounadié in the Sahel region and in Pissila and Kaya in North Central. The meetings also were attended by officials from the Ministry of Animal Resources as well as partner projects and NGOs.

#### Summary of the groups of traders and processors in East and North Central

Region	Traders	Processors
Centre Nord	ASCOV (63 membres)	Groupement Nayineere (30 membres)
East	Groupement zemstaaba (27 membres)	démarches encours pour l'obtention de documents officiels

Note that Fada's merchants in the eastern region have already initiated activities to obtain recognition of documents of their group called "group zemstaaba ". While the transformers at the stage of grouping members.

#### Summary of individual actors identified in regions

Region	Producers		Traders		Processors		Total
	H	F	H	F	H	F	
Sahel	43	18	12		8	1	82
Centre Nord	18	7	17		18	1	61
Est***			14		9	1	24

#### Lessons learned from these preliminary assessment:

- The poultry value chain's actors are very disorganized;
- The production is weak and the production of the poultry are generally low (in average 15-20 per individual ) although the poultry industry has a strong development potential;

- The organizations often encounter various difficulties among which include governance, operation, facilitation and management of activities, etc.

It is important to note that even though actors are being organized into groups, some actors also conduct some of their commercial activities on an individual basis in addition to their participation in the groups

#### Niger

One of the main activities that was conducted during this quarter was the identification process (collection, analysis and data processing) of groups operating in the poultry value chains that started in October and continued until December. At the end of the analysis, 67 POs were selected at the poultry value chain:

Régions	No. of groups
Maradi	12
Zinder	32
Tillabéri	23
<b>Total</b>	<b>67</b>

The main findings emerging from the identification is that the players in the poultry value chain are poorly organized. There is a need to strengthen SVPP networks and promote the installation of other facility in the regions of Maradi and Zinder to facilitate producer access to veterinary services.

#### Activity 2.14.3 Organize 1 poultry fair or commercial campaign in each country

#### Burkina Faso

REGIS-AG, PROFIL, REGIS-ER, and ViM organized three poultry fairs in Dori, Kaya and Fada. These were done simultaneously with the small ruminants fairs organized in the same cities. Planning the events at the same time allowed for more customers to have more choices to source of meat for the holiday season. The table below highlights all poultry sales during different fairs.

Location	Nombre de groupement	No. Of Participants		No. Of poultry exhibited	No. Sold	% sold	Total FCFA	Total USD
		hommes	femmes					
Dori	3	7	0	276	153	56%	341 450	\$569
Kaya	3	15	4	1150	1122	98%	2 805 000	\$4,675
Fada	1	18	1	745	745	100%	1 490 000	\$2,483
	7	40	5	2171	2020	93%	4 636 450	\$7,727

#### Niger

REGIS-AG has facilitated the participation of two women's poultry production and processing groups at the International Exhibition of Crafts for Women (SAFEM). These groups came from Tillabery and the poultry products presented at the fair included: guinea fowl eggs, laying hens, guinea fowl fries, mashed and seasoned with sesame (gorgno labdourou) and biscuits with eggs.

REGIS-AG also facilitated the participation of 14 groups at a fair sponsored by the Ministry of Trade and Private Sector Promotion on December 13-19, 2015, a trade fair at which REGIS-AG participated by presenting the products of the value chain poultry, small ruminants and cowpea. During the fair, the value chain actors in different functions of the poultry sector (producers, veterinarians, processors) exhibited their animals, products and services.



Figure 6: Poultry exhibited at the Ministry of Trade and Private Sector Promotion fair

As part of this fair, REGIS-AG organized a conference for poultry value chain actors in order to discuss the direct and indirect poultry value chains actors (government, NGOs, projects / program); present the business opportunities offered by the poultry VC; present constraints and generate interest in the development of the poultry value chains; and encourage the link between different actors poultry value chains. In total 65 stakeholders representing the different links of poultry value chains (DRE, AREN, Lahia association of poultry retailers, input suppliers, producers, traders and processors) were sensitized on poultry value chains. These activities are part of education and sensitization of actors in the value chain and promotion of more efficient exchanges within the poultry sector.

## 2.15 Train poultry value chain stakeholders on biosecurity

### Burkina Faso

In Burkina Faso, training sessions on biosafety compliance standards were initiated for the benefit of traders and poultry processors in the three regions (Sahel, North Central, East). The session in the Sahel region took place in Dori from December 3-4 and was attended by 27 participants (8 processors and 19 traders). The session of the North Central took place from December 14 to 15 at Kaya and was attended by 28 participants (10 processors and 18 traders). All participants who attended the trainings in North Central are all members of their respective associations and groups that make up the Association of Poultry Traders (ASCOV) and the grouping of Nayinérou poultry processors. The session in the East region was held from December 21-22 in Fada N'Gourma and was attended by 25 actors (10 processors and 15 traders). In total 80 actors (28 processors and 52 traders) in the poultry value chain were trained on compliance with biosafety standards.

## Activity 2.17 Strengthen the coordination of stakeholders in poultry value chain

### Niger

During the reporting period, REGIS-AG developed a strategy to upgrade the egg marketing strategy in Niger. This strategic document was developed based on the findings of the value chain study was conducted by REGIS-AG. It focuses primarily on two poultry value chains including:

- Marketing of local breed poultry (chicken or guinea fowl) up for sale "meat" and "Roast";

- The marketing of egg laying hens and guinea fowl egg for local consumption.

The document is currently in the validation phase of development which includes an internal validation within REGIS-AG and sharing with other partners projects including REGIS REGIS-AG-ER, and SWAKI Lahia.

## 2.3 Component 3: Strengthen Input Supply and Other Supporting Services and Improve Smallholder and Agro-Pastoralist Access to these Interconnected Markets

### Cowpea Value Chain

#### Activity 3.1 Identification of input providers / agrodealers

##### Burkina Faso

As a prelude to developing a plan for strengthening capacities of the distributors of agricultural inputs, the project team conducted an identification of these actors in the project area. For the census of distributors, the project team used first on the register of distributors supplied by the Association of Wholesalers Retailers of Burkina Faso (AGRODIA). Secondly, field work was done to update the director and an exchange workshop with members of the association was held. The table below provides an update of the distributors involved in the project area.

Regions	Provinces	Number per province	REGIS-AG intervention zones	REGIS-AG Communes	# of distributors in the REGIS-AG communes
North Central	Namantenga	11	Namantenga	Nagabingou Bouroum	1 1
	Sanmatenga	17	Sanmatenga	Barsologo	1
Est	Gnagna	11	Gnagna	Manni	1
	Gourma	8			
	Kompienga	19			
	Komandjari	4	Komandjari	Gayérie Bartiébougou Foutouri	1 1 1
	Tapoa	12			
	Oudalan	1			
Sahel	Séno	3	Séno	Seytenga Sampelga Bani	2 2 0
	Soum	11			
	Yagha	1	Yagha	Titabé Sebba Solban Tankougounadié	2 2 2 2

<b>TOTAL</b>	<b>110</b>		<b>19</b>
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As shown in the table above, the agro-dealers are unevenly distributed in the project intervention areas of REGIS-AG. Distributors focus first in the Eastern region, then north-central and end the Sahel respectively 54, 40 and 16 agricultural input suppliers. Only 19 or 17% of the distributors of the project area are members of the largest network of distributors of farm inputs (AGRODIA). This national organization is active in all 13 regions of Burkina Faso.

#### Niger

During the reporting period, the scope of work for the same activity was completed in Burkina Faso. During the next reporting period, REGIS-AG will work with the consortium AGRA, who produced a catalogue of agrodealers in 2015 for Diffa and Agadez, to produce a database of agrodealers for Tillabéri, Zinder and Maradi.

#### Activity 3.2 Provide business management and technical training to agrodealers

##### Burkina Faso

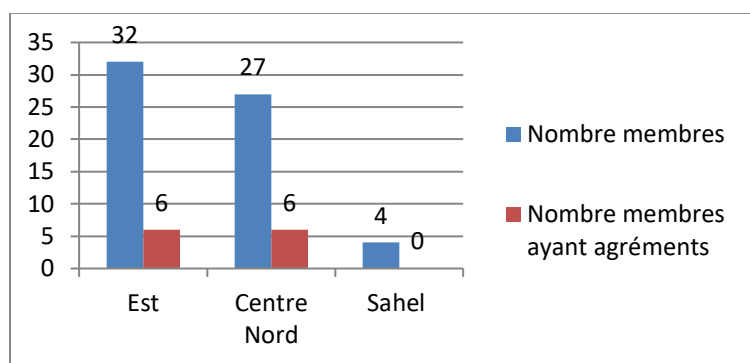
Identification of training needs of distributors of inputs was conducted during the reporting period. REGIS-AG held direct discussions with a representative sample of distributors in the project area. These exchanges took place at the three workshops in the three REGIS-AG regions validation with the national executive of AGRODIA (Ouagadougou) provided a clear picture of the training needs. The analysis of the data collected shows that the input dealers have received training from several projects and NGOs which are summarized as follows:

- Community life and development of the associative spirit;
- The rules of good management of agricultural input shops;
- The role of distributors in the organization of supply and distribution of inputs.

The Eastern region has the largest number of distributors who have received training - 81%. Forty-eight percent of North Central region distributors have received trainings while zero distributors for the Sahel region has indicated that they received training. However, more extensive exchanges with the beneficiaries show that refresher trainings on the above technical issues is necessary to help reinforce best practices. Based on the assessment, the agrodealers should be strengthened with training on:

- Marketing of agricultural inputs;
- Mobilizing members and management of associative structures;
- The development of business plans;
- Technical route and cowpea plant protection;
- Management of inputs shops and warehouses.

Moreover, the technical capacity of distributors remains a prerequisite for obtaining approval for the marketing of inputs in Burkina Faso. The analysis of the data collected shows that very few distributors are in possession of such approval. The figure below provides an update of distributors possessing licenses to distribute inputs in the project area.



The REGIS-AG project has also started discussions with input distributors and the Directorate of Plant Protection to see how to improve the situation for obtaining licenses to distributors of inputs.

### Niger

While the final training topics will be finalized during the analysis in the next reporting period, the following are possible topics likely will be identified as training needs based on the value chain assessments and work to date with input suppliers and agrodealers:

- Better understanding of and the use of fertilizers;
- Improved understanding of and handling of phytosanitary products and herbicides;
- Different types of safe agricultural products;
- Seed production
- Business management accounting of inputs;
- Associative life and dynamic of the group,
- Storage, preservation and processing of cowpea;
- Marketing and negotiation,
- Exchange visits among firms specializing in the production of seeds: Ainoma, Manoma, Adventa India;
- Regulatory texts of inputs (seed, fertilizer products phyto) and their implementation
- Project development; the business plan; advocacy and lobbying

These trainings will happen after the completion of the PERSUAP, planned for the next reporting period.

### Activity 3.3 Strengthen agrodealer networks

The training of agro-dealers will launch after obtaining PERSUAP. At this stage, REGIS-AG conducted a study on the environmental impact which helped develop the Environmental Mitigation and Monitoring Plan (EMMP). The consultant has been identified but the scheduling and scope of work needs to be finalized by CNFA and approved by USAID. After the study on the training needs of distributors, the next quarter will be devoted to the development of the capacity building plan of these.

### Activity 3.4 Promote aggregation of production

#### Burkina Faso

The implementation of this activity began with an inventory of stores available in the intervention area of the Project REGIS-AG. In order to collect the information on the available stores, a literature review,

complemented by a field survey, were completed. As a prelude to this survey, meetings were held between REGIS-ER teams and REGIS-AG to facilitate the appropriation of this inventory by the staff. Subsequently the survey forms were developed and 28 investigators (REGIS-ER facilitators) were trained by the team REGIS-AG in data collection. The recorded geographic coordinates have achieved a database storage stores and mapping the location of shops in the project intervention area (see Appendix I). An Excel on input mask was developed to facilitate the registration of data collected and thus perform the necessary analyzes. In total 200 stores were identified in the project area. The following table shows the distribution of these stores by region.

Région	Provinces	No. stores	% per province	% per région
Est	Gnagna	18	9%	31%
	Komondjari	44	22%	
Centre Nord	Namantenga	34	17%	33%
	Sanmatenga	31	16%	
Sahel	Seno	37	19%	37%
	Yagha	36	18%	
	Total	200	100%	

The table above shows that the Sahel region has the largest number of warehouses. It occupies 37% of stores surveyed, followed by the North Central region with 33% and the East with 31%.

REGIS-AG focuses on inventory credit as a mechanism to facilitate access to credit for small producers.

#### Niger

Using partner project resources available on the locations of warehouses, REGIS-AG has developed a database of available warehouses in Niger. The next step in the analysis of the warehouses in Niger is to work with the World Bank project PRODEX and others to determine which of these warehouses in the operational areas have availability for REGIS-AG groups to store their products. The triangulation will allow REGIS-AG to determine where there are opportunities to link current groups with available storage facilities during this planting season.

#### Activity 3.5 Establish relationships with PICS sacks suppliers and agrodealers to develop distribution networks in the local areas

##### Burkina Faso

Location of partner project warehouses	FAO	Prodex	AGRA	Total
Tillabéri	20	7	14	41
Maradi	35	11	26	72
Zinder	28	ND	24	52
Total	83	18	64	165

In December 2015, the project team continued discussions with major wholesale PICS sack suppliers in order to promote and facilitate a distribution network of PICS sack. To further discussions, a PICS bags distributors directory



was completed during the reporting period and will be complemented by a survey of the distributors and geotagging of PICS bags traders during the next quarter.

### Activity 3.6 Work with manufacturers of PICS sacks (e.g. Faso Plast in Burkina Faso) to increase production in the region.

#### Burkina Faso

During this quarter, the REGIS-AG team established formal contact with the bags production unit PICS (FASOPLAST) in Burkina Faso. Discussions focused on technology, conditions and costs of production and sales of PICS sacks. The development of a distribution network for PICS bags and opportunities for collaboration with FASOPLAST were also discussed and are ongoing. This company has expressed its willingness to continue exchanges on the issue of PICS sacks as part of the implementation of this project. However, one important take away from the discussions was that the company agreed to negotiate lower prices on a large order, which REGIS-AG will facilitate in collaboration with partner organizations.

### Activity 3.7 Strengthen private veterinarians

#### Burkina Faso

As part of the activity to strengthen veterinarians in the poultry value chain, activities conducted during the quarter were: (i) identification and diagnosis of operational actors and groups of actors in the target zones; (ii) exchange meeting with the partners involved in the various project areas. This helped to identify not only individual actors but also of organizations/groups of actors in two regions (the Sahel and -Nord Centre) with whom REGIS-AG will target under component 3. Alongside the direct actors, collaborative meetings were initiated with agents of the Ministry of Animal Resources, projects and NGOs working in the poultry sector. From the diagnostic, the following observations were made:

- The actors of the poultry value chain are very structured;
- Production is usually low (15 to 20 units on average per individual);
- Poultry sector has strong development potential in the various project intervention areas;
- Organizations often encounter various difficulties including poor governance
- Very few are formally registered organization.

#### Niger

One of the main activities conducted during this quarter was the identification process of Peasant Organisations (POs) in the poultry value chains that started in October and continued into December. After the analysis, 67 POs were selected for targeting within the poultry value chain. The table below shows the distribution of these POs in the different regions. The main findings emerging from the identification is that the poultry value chain actors are poorly organized and that pre-existing SVPP networks need to be strengthened, which reinforces the need for REGIS-AG to develop and improve SVPP networks. In the region of Zinder, the department of Mirriah does not have a private veterinarian to provide health and production services to rural producers. In order to create the network Mirriah SVPP, a call for applications was launched in the month of November for the recruitment of one private veterinarian responsible for managing and leading a SVPP in this department. The call for applications was released during the reporting period and expires in January.

Régions	Nombre de groupements
Maradi	12
Zinder	32
Tillabéri	23
<b>Total</b>	<b>67</b>

### Activity 3.8 Establish veterinary technicians (AEs) in focal areas

#### Burkina Faso

The process of identification and training of veterinary technicians (AE) was guided by ATSA during the reporting period. The basic criteria used in the identification of AEs are as follows follows:

- Be breeder,
- Be a member of a professional organization
- Having an average between 20 and 45 years
- Be literate
- Be available and ready to move at any time in its area of intervention
- Be proposed by the General Meeting

After this activity, thirty (30) AE were identified in two regions mentioned above and eight training sessions were held in total, four sessions per region according to engineering AE training defined by VSF-B through the project REGIS-AG. Each session took place in two phases: the theoretical part followed by practical field. The content of the basic training sessions focused on the administration of ten (10) basic modules defined in the following table.

SESSIONS	MODULES	THEMES / INTITULES
<b>1</b>	<b>Module 1</b>	Rôles, fonctions et limites de l'Auxiliaire d'Elevage (AE)
	<b>Module 2</b>	Notions sur les médicaments vétérinaires
<b>2</b>	<b>Module 3</b>	Notion de santé animale de base
	<b>Module 4</b>	Parasites et notions de cycles parasitaires
<b>3</b>	<b>Module 5</b>	Principales maladies des animaux domestiques : diagnostic et traitement
	<b>Module 6</b>	Pratique de la vaccination sous la supervision d'un vétérinaire
<b>4</b>	<b>Module 7</b>	Conduite de l'aviculture
	<b>Module 8</b>	Conduite du troupeau
	<b>Module 9</b>	Guide pratique de sensibilisation
	<b>Module 10</b>	Complémentation stratégique des animaux en saison sèche

### Activity 3.10 Develop Animal Health Charter

#### Niger

After the development and signing of an MOU with ONVN for the establishment of the Regional Council of the Order (CRO) Zinder, the REGIS-AG project supported the organization of two vet technical days in

Niger. The first veterinary technical workshop was held on October 2, 2015 and the theme was, "The neglected zoonoses: what operational and management tools will ensure a sustainable response for Niger?" The second technical day was held on December 3, 2015 and the discussion was led by the College of Veterinary on the need to review the governance of animal health management including the code of ethics and conduct training workshops on surgery, rapid laboratory tests and control of animal foodstuffs.

#### Activity 3.14 Strengthen local disease surveillance

##### Niger

REGIS-AG, REGIS-ER, the Ministry of Livestock and a local NGO called "Coop Development" organized a vaccination campaign against the Newcastle in the Tillaberi region with I2 vaccine offered by the LABOCEL. It was implemented by the SVPP networks Kollo, Tera, Say Filingué, Ouallam and Tillaberi under the supervision of the Regional Directorate of Tillaberi Livestock (DRE). The purpose of this campaign is to develop a regular system of prevention based mostly on the use of producer services of Veterinary Services networks Deprived of Proximity (SVPP) through a clear outreach strategy that was broadcast by six community radio departments concerned. After this event, 723,704 subjects were vaccinated in 15 days against the target of 1 million or an achievement rate of 72%.

To ensure sustainable and effective epidemiological surveillance of major diseases of livestock, REGIS-AG, in collaboration with the Ministry of Livestock, has carried out a monitoring of the national epidemiological surveillance network regions Tillaberi and Maradi during November and December. The establishment and equipping of the network was completed in the previous fiscal year during June 2015.

#### Activity 3.15 Provide services through SVPP to raise awareness of bird flu

##### Burkina Faso,

In order to contribute to the current response plan of the Ministry of Animal Resources (MRA) to avian flu, REGIS-AG organized in its intervention area (regions of the Sahel, Eastern and Northern Centre) workshops on Highly Pathogenic Avian Influenza (HPAI), or bird flu in the month of December 2015. To do this, three regional workshops were organized in the project intervention area in close collaboration with the Regional Departments of Animal Resources (DRRA) of the country.

- The workshop focused on:
  - The notion of HPAI or Avian Influenza: Virus Influenza, mode of transmission, pandemic threat, HPAI = Potential Zoonosis reached ?, poultry (suspected elements), diagnostic confirmation, situation of the avian influenza in Burkina Faso, control strategy, response measures, current situation, problems, perspectives)
  - What to do in case of suspicion of HPAI: At the breeder, at the veterinary station agent, measures, isolation, implementation of the measures recommended by the veterinary services: preventive or curative treatments and identification of animals, Around the suspected outbreak, strengthen import controls, strengthen export controls, Educate users to respect the animal import procedures and animal products.

##### Niger

Awareness messages on avian flu were disseminated through community radio stations in late October 2015

as part of the awareness campaign for poultry producers. After holding sensitization forums and the identification exercise of villages at risk in Tillabéri, REGIS-AG broadcast messages on prevention through the community radio. The content of broadcast messages focused on how to identify the disease and what to do if identified.

#### Activity 3.16 Expand/shre prophylaxis schedules

##### Sub-activity 3.16.1. Promote availability of vaccines (Pestivac and I2) through agreement with LABOCEL.

###### Niger

A strategy detailing the implementation and funding of vaccination against Newcastle and pasteurellosis in small ruminants at the level of different areas of project intervention in Niger was developed with LABOCEL, which resulted in REGIS-AG's involvement in the Tillabéri campaign in November.

##### Sub-activity 3.16.2. Develop schedules prophylaxis for poultry, Especially For Newcastle Disease, and small ruminants, adapted to different project areas.

The calendars of medical prophylaxis, adapted to different areas of intervention of REGIS-AG project, were developed during the month of October 2015 by VSF-B with the collaboration of public and private veterinary services. These prophylaxis schedules which were also validated the Animal Health Division (DSA) of the Ministry of Livestock (MEL) and will be made available to the SVPP and technical services to increase awareness of breeders zones project intervention.

## **2.4 Component 4: Increase Access to Finance, Innovation, and Private Sector Investment**

#### Activity 4.1 Provide training in functional literacy to project participants, particularly women

###### Burkina Faso

REGIS-AG identified six focal areas that will house the literacy centers: Dori, Bani, Seytenga, Sampelga, Sebba and Titabé, selected based on the proximity of selected producer groups of the 3 chains targeted by the project. Beneficiary identification is underway, led by the functional literacy and value chain coordinators. Initially 270 beneficiaries will be identified for the first 9 centers. During the second quarter 270 additional beneficiaries will be identified to bring the total number to 540 learners.

###### Niger

The scope of work for the functional literacy stakeholder meetings was developed during the reporting period and were held in January 2016. Identification of training centers and beneficiaries planned for Feb.

#### Activity 4.2 Reinforce capacity of local service providers to offer Business Development Services (BDS)

###### Burkina Faso

To carry out this activity, the project team identified BDS providers in the project area and are now determining their needs for capacity building will be at the exchange workshops with them in the second quarter. If necessary further investigations will be conducted to capture the missing items. Following this diagnosis, a capacity building plan will be developed to enhance the skills of BDS on topics that will be identified.

#### Niger

During the reporting period, the identification of BDS providers was completed and the needs of each provider is currently being reviewed in order to develop the capacity building program for the selected organizations. The development of the modules for the BDS providers will be completed in the next reporting period and the trainings will be carried out from March – September 2016.

#### Activity 4.3 Connect project participants with MFI's to apply for warehouse receipts credit and/or other financial services

#### Niger

A panel on financing of poultry farming was organized with ECOBANK, Asusu Bank, and BAGRI. This panel allowed the actors of the poultry value chain to see the modalities to access credit for poultry farming and the opportunities offered by these banks and MFIs to finance their activities. This activity has already helped to connect specific actors of the poultry chain in Tillabéri with ECOBANK, and Asusu BAGRI.

#### Activity 4.4 Collaborate with REGIS-ER, DCA program and financial services firms to link producer groups to MFIs for credit

#### Niger

During the reporting period, the assessment of available warehouses helped to inform some of the opportunities for further collaboration with ER and MFIs to facilitate cowpea producer groups to participate in warrantage. With the additional data to be finalized in the next reporting period (what storage facilities have availability for beneficiary groups to access), REGIS-AG and REGIS-ER will work closely to link these groups with MFIs to do warrantage. REGIS-AG and REGIS-ER held a planning and exchange meeting between staff during the reporting period (in particular with Amadou Himadou, SFC and Enterprise Manager) in order to better understand ER activities to date as well as the issues that they have faced working in these activities to date.

- REGIS-ER has completed an assessment to identify existing MFIs in the areas of intervention but only in Niger. This data will facilitate the assessment planned for the next reporting period.
- Funding of project beneficiaries through MFIs (Asusu, Yarda and KOKARI) is followed with complimentary sensitization, training, advisory support, and support for credit assembly
- REGIS ER has implemented a savings strategy and self-managed credit (SECA) activity developed for vulnerable groups to enable them to increase their savings to allow them in the long run to have access to bank credit.

Building on the resources that REGIS-ER has already developed as well as the activities and lessons learned, REGIS-AG will continue to work closely with their counterparts at REGIS-ER to collaborate with MFIs and support to producer groups wishing to access credit.

During the fair in December 2015, REGIS-AG and its partners organized a conference with Asusu Maradi on the financing of value chain activities. This conference discussed the terms of access to credit, the opportunities that Asusu can offer them. The meeting worked to help address the lack of awareness regarding available credit options for farmers and provide them with the relevant documents, explain the process and the different credit products available.

#### Activity 4.5 Identify different financial institutions and funding opportunities

##### Burkina Faso

In order to implement an effective warehouse receipt mechanism, the project team dwelled in October to establish a register of financial institutions (FIs) in the project area. The census establishes the presence of 22 including 5 IF approved in the Sahel region, 8 in the Eastern Region and 9 in the North Central region.

## **4.5 Component 5 – Improve the enabling environment for local and regional private sector investment**

#### Activity 5.1 Conduct study on laws governing private investment in land and agriculture.

##### Burkina Faso

This activity is ongoing with the validation of the terms of reference for the study of the laws governing private investment in land and agriculture and for the preparation of hiring a firm to conduct the study.

##### Niger

The recruitment of a local consultant has started. Four (4) local consultants submitted their proposal. The assessment will take place in January 2016.

SNV supported the launching of the “Projet de Sécurisation des Systèmes Fonciers Pastoraux” managed by Rural Code Institution. The main objective of the project is to contribute to securing the livestock land system in Niger and REGIS-AG hopes for synergies with the Rural Code Institution.

#### Activity 5.3 Identify Pilot markets in Niger and Burkina Faso

##### Burkina Faso

Three cattle markets are identified (Dori, Seytenga and Pissila) for support in improving the governance and increased the revenue of the actors.

##### Niger

The TOR of the study has been drafted but still awaiting the assessment of the REGIS-AG partner organizations, so that the targeted markets will take into account the area of the POs.